



**Department of
Primary Industries**

CANOLA: After Cereal
Southern Zone - east

Dryland Winter: 2012

1.GROSS MARGIN BUDGET:

INCOME:

2.00 tonnes/ha@ \$520.00 /tonne on farm

A. TOTAL INCOME \$/ha:

VARIABLE COSTS:

See following page for detail

Cultivation

Sowing

Fertiliser & application

Herbicide & application

Insecticide & application

Contract windrowing

Contract harvesting

Levies

Crop Insurance

Cartage

B. TOTAL VARIABLE COSTS \$/ha:

C. GROSS MARGIN (A-B) \$/ha:

| Standard Budget \$/ha | Your Budget \$/ha |
|-----------------------|-------------------|
| \$1,040.00 | |
| \$1,040.00 | |
| \$0.00 | |
| \$50.43 | |
| \$188.50 | |
| \$63.90 | |
| \$8.41 | |
| \$25.00 | |
| \$50.00 | |
| \$13.61 | |
| \$39.55 | |
| \$0.00 | |
| \$439.39 | |
| \$600.61 | |

2. EFFECT OF YIELD AND PRICE ON GROSS MARGIN PER HECTARE:

| YIELD tonnes/ha | ON FARM PRICE (\$/tonne) | | | | |
|--------------------|--------------------------|----------|-----------------|----------|----------|
| | \$440 /t | \$480 /t | \$520 /t | \$560 /t | \$600 /t |
| 1.40 | \$198 | \$251 | \$305 | \$358 | \$411 |
| 1.60 | \$281 | \$342 | \$403 | \$464 | \$525 |
| 1.80 | \$365 | \$433 | \$502 | \$570 | \$639 |
| 2.00 | \$448 | \$524 | \$601 | \$677 | \$753 |
| 2.20 | \$532 | \$616 | \$699 | \$783 | \$867 |
| 2.40 | \$615 | \$707 | \$798 | \$889 | \$981 |
| 2.60 | \$699 | \$798 | \$897 | \$996 | \$1,095 |

Gross Margin (\$/ha)

PRODUCT TRADE NAMES

The product trade names in this publication are supplied on the understanding that no preference between equivalent products is intended and that the inclusion of a product does not imply endorsement by NSW DPI over any other equivalent product from another manufacturer.

This budget is ONLY A GUIDE and should be altered for movements in crop and input prices, changes in seasonal conditions and the farm characteristics.

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CALENDAR OF OPERATIONS:

| Operation | Month | Machinery | | | Inputs | | | Total Cost \$/ha |
|---|-----------|------------|--------------|-------------|--|-------------|-------------|------------------|
| | | hrs /ha | Cost \$/hour | Total \$/ha | Rate/ha | Cost \$ | Total \$/ha | |
| Fallow broadleaf & grass weed control eg ground spray glyphosate 450 | Jan | 0.05 | \$70.67 | \$3.81 | 1.50 L/ha | \$4.20/L | \$6.30 | \$10.11 |
| Triclopyr 600 (Garlon @ 600) | | with above | | | 0.12 L/ha | \$20.30/L | \$2.44 | \$2.44 |
| Fallow broadleaf & grass weed control eg ground spray glyphosate 450 | Feb/Mar | 0.05 | \$70.67 | \$3.81 | 1.25 L/ha | \$4.20/L | \$5.25 | \$9.06 |
| Burn | Mar | | | | | | | |
| Broadleaf and grass weed control eg ground spray glyphosate 450 | Apr / May | 0.05 | \$70.67 | \$3.81 | 1.50 L/ha | \$4.20/L | \$6.30 | \$10.11 |
| Pre emergent residual soil herbicide eg ground spray Trifluralin (Treflan 480®) | Apr/May | with above | | | 1.80 L/ha | \$8.50/L | \$15.30 | \$15.30 |
| Sowing | Apr/May | 0.17 | \$70.67 | \$11.88 | 3kg/ha | \$12.85 /kg | \$38.55 | \$50.43 |
| Apply starter fertiliser eg. Starter 15 | Apr/May | with above | | | 150kg/ha | \$0.78 /kg | \$117.00 | \$117.00 |
| Apply residual soil insecticide - RLEM control eg. ground spray bifenthrin (Talstar®) | May | 0.05 | \$70.67 | \$3.81 | 0.10 L/ha | \$46.00/L | \$4.60 | \$8.41 |
| Incrop grass weed control eg. ground spray haloxyfop-R (Verdict®) | Jul | 0.05 | \$70.67 | \$3.81 | 0.10 L/ha | \$48.90/L | \$4.89 | \$8.70 |
| Incrop broadleaf weed control eg. ground spray clopyralid (Lontrel®) | Jul | with above | | | 0.30 L/ha | \$27.32/L | \$8.20 | \$8.20 |
| Apply nitrogen eg. urea ground spread | Jul | contract | | \$5.50 | 100kg/ha | \$0.66 /kg | \$66.00 | \$71.50 |
| Contract Windrow | Nov | contract | | \$25.00 | | | | \$25.00 |
| Contract Harvest | Nov/Dec | contract | | \$50.00 | | | | \$50.00 |
| Board & Research Levies | | | | | \$1.50/tonne + 1.015% of on-farm value | | | \$13.61 |
| Crop Insurance | | | | | 3.80% of on-farm value | | | \$39.55 |

NOTES:

Use of a particular brand name does NOT imply a recommendation of that brand by NSW DPI.

Always read chemical labels and follow directions carefully, as it is your legal responsibility to do so.

Topcrop:

- Aim to achieve 40-50 plants/m². Monitor for RLEM, BOM, aphids and Lucerne flea after emergence.
- Monitor nitrogen and sulphur status of crop. Record crop monitoring activities.

Varieties:

- New varieties are available for 2012. See NSW DPI "Winter crop variety sowing guide 2012".

Herbicide Resistance Management:

- Record herbicide groups and rotate groups where possible to avoid developing herbicide resistance on your farm.

Seed:

- Seed price is based on sourcing new seed, if using retained seed from last years harvest adjust accordingly.
- Ensure you include a cost for seed grading. Seed cost given (\$12.85) is for open pollinated varieties, Hybrids (which make up 60%) of the varieties cost around \$20+/kg.

Sowing time:

- Late April/mid May, reduce seeding rates if sowing early.

Soil:

- Canola is sensitive to acidic soils. Preferred soils are those with a pH(CaCl₂) above 5.0.

Fertilisers:

- Fertiliser rates should be tailored to the paddocks individual history, with rates varied accordingly on soil phosphorus, sulfur and nitrogen levels. Soil nutrient tests are recommended prior to any major changes in fertiliser rates, particularly phosphorus and sulphur as these are very important for early crop growth and potential crop yields

Rotation:

- Maintain a three-year break between canola crops; remove canola stubble to control disease.
- Blackleg risk is greater when canola is grown every second year.
- Fracture subsoil hardpans prior to sowing canola.

Prices:

- Prices for this crop can fluctuate widely. Check market information regularly.
- Consider forward selling some of the crop if prices are good.

Labour:

- The labour required for machinery operations is 0.41 hrs/ha.
- At \$22/hour this costs: \$9.07 /ha changing the gross margin to \$591.54 /ha

Machinery:

- A tractor with 141kW (190 HP) pto power and 148 kW (225 HP) engine power is assumed.
- Machinery costs refer only to variable costs: fuel, oil, filters, tyres, batteries & repairs.

Economic note:

- These gross margins are only a guide. They do not include overhead costs or GST.
- **Use your own figures and price assumptions to estimate your own gross margin.**
- Note: Input and crop prices are correct at the time of writing (April 2012). Market uncertainty makes estimation of future pricing impractical.
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